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1983 - 3rd Quarter

Activity Report  
Hamilton-Wentworth Dep't. of Economic  
Development



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THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

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October 20th, 1983.

Refer to File No.

Attention of

Your File No.

MEMORANDUM NO. 400

TO: Chairman and Members  
Economic Development Committee

RE: 1983 Activity Report - Third Quarter Summary

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Respectfully submitted,

Saad Ghanem,  
Manager,  
Business Development.





(A) BUSINESS DEVELOPMENT REPORT

A.1 OVERVIEW

The Economy

The unemployment rate for metropolitan Hamilton is continuing to decline. As at the end of September 1983, the rate stood at 9.4%. While that figure remains unacceptable, it represents a considerable improvement from the first quarter where the figure edged close to 17%. The rate of inflation has dropped to 5%, its lowest point in 10 years.

However, there could be some dark clouds on the horizon. It may be that interest rates will move upwards again toward the end of 1984. In the nearer term, winter is approaching, bringing with it higher unemployment.

The Federal Government's employment programs have been reshuffled into four major areas; Canada Works, Lead, Job Corps and Career Access. The first program, Canada Works, replaces the NEED, CCDP and Summer Canada programs which have been relatively successful in creating immediate term employment. It remains to be seen if all the programs, in combination, will accomplish what it is hoped they will be able to do.

Local Activity

The Region's Economic Development Department hosted the national Conference of the Industrial Developers Association of Canada. More than 200 delegates and spouses from across the country attended the conference. The theme of the Conference was "The Turning Point, the Year Before Orwell". Topics discussed were: High-Tech, job creation or job deletion; foreign investment and taxation policies; manufacturing technologies of the future and; federal government programs.

Included in the list of highly qualified and interesting speakers were the Honourable Edward C. Lumley P.C. M.P. Minister, Departments of Industry, Trade and Commerce and Regional Economic Expansion, the Honourable Gordon Dean, M.P.P., Minister without Portfolio and Dr. Stuart Smith, Chairman, Science Council of Canada.

As reported in the Spectator and in this document, Vibco Ltd. has received FIRA approval and is now located in Hamilton-Wentworth. Similarly K-Mart Co. Canada Ltd. has opened a new store in the Centre Mall. The Department was directly involved with both of these firms.

Three major retailers, Fortino's Supermarkets, A & P Stores and Canadian Tire Stores opened premises on the mountain employing well over 100 persons between them. The Centre Mall expansion which represented a \$13,000,000 investment is now complete. The project included the new K-Mart store as well as the covering of the open air portions of the mall. Many of the stores have improved their shop fronts and increased traffic flows into the mall can be expected. Department personnel were available to each of these firms during the formative stages of their location decision making process. In the case of A & P Stores the Department was in contact with Inducon, the consulting engineers for the firm and was able to supply some pertinent information.





Staff attended the second anniversary of the locating in Hamilton-Wentworth and ground breaking ceremonies of Amstel's major expansion program. Department personnel continue to contribute to meetings and seminars held, not only in the Region but beyond its borders as well. Each member of the Department attends one or more of the monthly meetings of the various Chambers of Commerce in the Region and indeed has contributed to the laying of the foundations of a new Chapter in the Township of Flamborough.

Staff is continuing to upgrade its skills via attendance at quarterly O.I.D.C. meetings and advanced seminars through the Industrial Developers Association of Canada. One such seminar was held in Hamilton and related to computers in the workplace.

One of the Department's major thrusts remains in the area of assisting firms to locate or respond to Joint Ventures and licencing agreements. Two firms located within the Region are now actively pursuing such agreements. We hope to be able to report successful conclusions in the near future.

It has been said before and it is worth noting again that the major employers in western economies are going to be those in the non-manufacturing sectors. The trend may well be starting now as it can be seen from this report that of the 64 firms listed, 41 are in the retail/commercial/services area. In the future the greatest sources of jobs are going to be in the areas of information services, medical care and technology and other service sectors.

The third quarter report shows an increase in taxes and employment but a decrease in the amount of corporate activity in so far as expansions, relocations and new firms are concerned. Building permits for industrial/commercial continue to show a marked weakness for the Region as a whole. This is reflected in the lack of speculative buildings being constructed.





A.2 NEW INQUIRIES FOR PLANT RELOCATION (1983 3RD QUARTER): \*\*

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	49	33	97	109	223	244	9.42
2. Apr. - May - June	63	40	65	131	185	262	41.62
3. July - Aug. - Sept.	68	59	141	159	52	180	246.15
4. Oct. - Nov. - Dec.	<u>32</u>	<u>86</u>	<u>45</u>	<u>90</u>	<u>176</u>	—	—
TOTAL	212	218	348	489	636	686	49.13

\* Percentage change with respect to same period of the previous year

\*\* Records are kept with respect to the origination of each lead in order to review the cost effectiveness of our marketing and media programs. These programs are reviewed and adjusted semi-annually.

The reasons for the drop in plant location inquiries are two-fold. First, many firms are not considering relocation or expansion because of a general uncertainty as to the direction of interest rates and the degree and duration of the economic recovery. Secondly, the appointment of the Region's advertising agency had not been confirmed until late in the first half of this year. As a result, our advertising program could not be fulfilled. New promotional efforts are being prepared and some are already underway.

A.2a INQUIRY BREAKDOWN (Year to date, 1983)  
Record of Inquiries

<u>Type of lead</u>	<u>Cold Calls</u>	<u>Adver- tisements</u>	<u>Trade Fairs</u>	<u>Referrals</u>	<u>Direct Mail</u>	<u>Total</u>
<u>Status</u>						
Pending	48	192	14	372	--	626
Dropped	2	1	--	--	--	3
Received	<u>35</u>	<u>--</u>	<u>--</u>	<u>22</u>	<u>--</u>	<u>57</u>
Total	85	193	14	394	--	686







A.3 FIRMS PLACED AT NEW ADDRESS (1983 3RD QUARTER): \*\*

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	28	20	38	32	22	24	9.09
2. Apr. - May - June	34	34	38	34	25	19	-31.58
3. July - Aug. - Sept.	33	38	41	182	23	20	-13.04
4. Oct. - Nov. - Dec.	<u>31</u>	<u>49</u>	<u>42</u>	<u>30</u>	<u>21</u>	—	—
TOTAL	126	141	159	278	91	63	-10.00

\* Percentage Change with Respect to Same Period of the Previous Year.

\*\* The department records information on new and expanded industries. Such information is obtained from real estate brokers, banks, lawyers, accountants and developers as well as the department's own location service activities with new or expanded industries.

To date, the department has been directly involved in at least 40% of the cases referred to above.

The drop in the number of firms placed is a reflection of the effects of the recession period. However, staff feels that as there are strong indications for stabilization, hopefully followed by definite improvement.







A.4 COMPANY INQUIRIES STILL OUTSTANDING (1983 3RD QUARTER):

	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	1	90	229
2. April - May - June	0	163	130
3. July - August - September	1	46	109
4. October - November - December	<u>8</u>	<u>66</u>	<u>      </u>
TOTAL	10	365	468

TOTAL OUTSTANDING: 843

Inquiries are considered outstanding as long as the company demonstrates continuing interest in expansion or relocation. In some cases, the finding of a suitable property meeting all the company's requirements (rail, cranes, size, services, etc.) can take several years. This Department maintains records of the company's needs and when a property comes on the market, it is matched to the company's requirements. Client's plans are also subject to continuous change reflecting the company's feel for the market.

The corresponding confidential inquiry sheets are continuously updated as a result of systematic follow up process.







A.5 COMPANY INQUIRIES WITHDRAWN (1983 3RD QUARTER):

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	11	25	32	61	46
2. April - May - June	16	16	8	16	5
3. July - August - September	20	13	15	50	108
4. October - November - December	<u>14</u>	<u>20</u>	<u>7</u>	<u>4</u>	<u>    </u>
TOTAL	61	74	62	131	159

Interpretation

The above are inquiries that have been withdrawn for such reasons as the following:

	<u>1983 YR.D</u>
1. Decided To Expand On Their Existing Property	--
2. Were Unable To Raise Additional Financing	13
3. Renewed Lease On Existing Facilities	--
4. Looked Here But Went Elsewhere	48
5. Proposed New Business That Failed To Materialize	33
6. Abandoned Development Due To Economic Conditions	<u>65</u>
TOTAL	159

These classifications were established as a result of individual contacts and relevant notes are entered on the Confidential Inquiry Sheets.





A.6 COMPANIES LOST (1983 3RD QUARTER):

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	2	2	3	1	1
2. April - May - June	1	0	1	2	4
3. July - August - September	0	1	0	1	1
4. October - November - December	<u>2</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>—</u>
TOTAL	5	4	4	4	6

This is another indication of the recession adverse effect on the economic activities in the Region. This report is not complete or exhaustive as we are only reporting the outstanding cases which come to our attention.

1983 (3RD QUARTER CUMULATIVE):

<u>COMPANY</u>	<u>FROM</u>	<u>TO</u>	<u>EMPLOYEES</u>
Royal Mattress	(Q1) Hamilton	Burlington	40
Consolidated Bathurst	(Q2) Hamilton	Closed	180
Flavorite Poultry	(Q2) Hamilton	Kitchener	160
Arrow Shirts	(Q2) Hamilton	Closed	150
H. & R. Johnson	(Q2) Hamilton	Closed	40
Campbell Real Estate	(Q3) Stoney Creek	Brantford	<u>3</u>
TOTAL			573

Every effort was made by the Committee members and department staff to save these companies and/or minimize the effect, and in some cases, seek transfer or re-employment opportunities. The process involves Federal, Provincial and Regional elected members and senior staff from the departments concerned.





A.7 FIRMS OR BRANCHES NEW TO THE REGION (1983 3RD QUARTER CUMULATIVE): \*\*

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>
			1) Business 2) Realty 3) <u>Total</u>
1. A & P Food Stores Upper Gage & Fennell Hamilton, Ont. (Q3)	Grocery Store (Retail)	N/A	1) N/A 2) N/A 3) <u>N/A</u>
2. Apogee Photo Ltd. 1090 Barton St. E. Hamilton, Ont (Q2)	Photography store (Retail)	5	1) N/A 2) N/A 3) <u>N/A</u>
3. The Barn 357 Hwy #8 Stoney Creek, Ont (Q1)	Produce (Commercial)	N/A	1) 2,160 2) 3,600 3) <u>5,760</u>
4. Canadian Tire 601 Upper Gage Hamilton, Ont (Q3)	Hardware (Retail)	45	1) 10,800 2) 18,000 3) <u>28,800</u>
5. Cochrane-Dunlop 419-423 Seaman Avenue Stoney Creek, Ont (Q1)	Industrial Distribution (Commercial)	15	1) 5,573 2) 9,288 3) <u>14,861</u>
6. Cutters Art Glass 262 King St. W. Hamilton, Ont (Q2)	Craft Shop (Retail, Manufacturing)	2	1) 360 2) 600 3) <u>960</u>
7. Data Tech Systems Ltd. 160 Centennial Pkwy Hamilton, Ont (Q1)	Computer Systems (Service)	1	1) 288 2) -- 3) <u>288</u>
8. Delta Theatre Flea Mkt. 118 Hillview Street Hamilton, Ont. (Q3)	Flea Market (Retail)	3	1) N/A 2) N/A 3) <u>N/A</u>
9. Electronic Supplies Inc. 351 Nash Road Hamilton, Ont (Q1)	Electronic Supplies (Commercial)	2	1) 540 2) -- 3) <u>540</u>
10. Fortino's Supermarkets 275 Nebo Rd. Hamilton, Ont. (Q3)	Supermarket (Retail)	65	1) 9,000 2) 15,000 3) <u>24,000</u>





11.	Howie Carr Amusements 33 Aikman Avenue Hamilton, Ont (Q1)	Sales/Service-Amusements (Commercial)	13	1) 6,660 2) 11,100 3) <u>17,760</u>
12.	K-Mart Canada Ltd. Centre Mall Hamilton, Ont. (Q3)	Department Store (Retail)	N/A	1) N/A 2) N/A 3) <u>N/A</u>
13.	Mowat Ltd. 574 Dundas St. W. Waterdown, Ont (Q1)	Delivery/Warehousing (Commercial)	38	1) 7,200 2) 12,000 3) <u>19,200</u>
14.	Oliver's Place King St. E. Hamilton, Ont. (Q3)	Restaurant (Service)	30	1) 1,080 2) 1,800 3) <u>2,880</u>
15.	Peat Marwick Ltd. 1 James Street S. Hamilton, Ont. (Q3)	Financial Services (Services)	2	1) 1,080 2) 1,800 3) <u>2,880</u>
16.	Pioneer International 285 Nash Road North Hamilton, Ont (Q1)	Balloons (Manufacturing)	34	1) 5,432 2) 9,054 3) <u>14,486</u>
17.	Quick-Bin Products 2343 Barton St. E. Hamilton, Ont (Q2)	Portable storage bins (Manufacturing)	N/A	1) N/A 2) N/A 3) <u>N/A</u>
18.	Ross' Reefer Services #2 - 333 Kenora Ave. N. Hamilton, Ont (Q2)	Truck Refrigeration (Commercial)	4	1) 900 2) 1,500 3) <u>2,400</u>
19.	Royal Security Systems 789 Woodward Ave. N. Hamilton, Ont (Q2)	Security Systems (Service)	50	1) 1,440 2) 2,400 3) <u>3,840</u>
20.	Steel City Surplus 212 King William Street Hamilton, Ont (Q1)	Tools & Machinery (Commercial)	4	1) 2,340 2) -- 3) <u>2,340</u>
21.	Tech-Wiser Design & Mfg. 428 Millen Road Stoney Creek, Ont (Q2)	Custom Manufacturing (Manufacturing)	8	1) 900 2) -- 3) <u>900</u>
22.	Whakatane Holdings Ltd. 428 Millen Rd, #16 & 17 Stoney Creek, Ont (Q2)	Scrap plastic (Manufacturing)	17	1) -- 2) 10,000 3) <u>10,000</u>





23.	White Oaks Transport Co. 36 Morley Avenue Hamilton, Ont (Q2)	Trucking (Commercial)	22	1) 3,960 2) -- 3) <u>3,960</u>
24.	U-Haul Co. (Can) Ltd. 2275 Barton St. E. Hamilton, Ontario (Q3)	Rental Services (Service)	42	1) 9,720 2) <u>16,200</u> 3) <u>25,920</u>
25.	Vibco Vibration Products 433 Rennie St. Hamilton, Ont (Q3)	Hydraulic Vibrators (Manufacturing)	12	1) 1,440 2) <u>2,400</u> 3) <u>3,840</u>
	TOTAL NEW BUSINESS TAXES		414	1) 70,873 2) <u>115,542</u>
	TOTAL NEW REALTY TAXES			3) 186,415
	TOTAL NEW TAXES			

The Department wishes to comment on some of the more interesting and important firms which have located in the Region. These are firms which may not have located here had it not been for Regional cooperation. The comments refer only to those activities occurring in the current quarter.

#### Fortinos Supermarket

Department staff have come to know the management of Fortino's in a most positive manner. Therefore, whenever the firm is considering a new store or the expansion of an existing one they are in direct contact with the Department. We look forward to an expanding relationship.

#### K-Mart Stores

For some time prior to the announcement of K-Mart's new store in the Centre Mall Department staff had been in contact with the Real Estate Department of that firm. The Economic Development Department contributed to the decision making process. Hopefully, the Region can look forward to more activity from K-Mart.

#### U-Haul Co. (Can) Ltd.,

A great deal of the credit for this firm's locating their central premises in Hamilton-Wentworth must go to Chambers and Company Real Estate Ltd. However, it was this Department that assisted in clarifying the by-laws for the company and as a result a major hurdle was overcome.





Vibco Vibration Products

This U.S. firm was in contact with staff of the Economic Development Department to assist it with its FIRA application and locational search. Within two months of contact the firm had received approval, located its premises and is now hiring staff to conduct its business.

\* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter. Tax figures contained herein are conservatively based on .60¢ per square foot for realty taxes and 60% of that again for business taxes.

\*\* The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

To date, the department has not been able to come up with a statistically reliable method of reporting bankruptcies and job loss thereto.



A.8 FIRMS NEWLY FORMED AND RESTRUCTURED (1983 3RD QUARTER CUMULATIVE): \*\*

1.	<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>	
				1) Business	2) Realty
				3) Total	
1.	Brazzco Signs 269 Main St. W. Hamilton, Ont. (Q3)	Copper & Brass Signs (Manufacturing)	4	1) 360 2) 600 3) 900	
2.	Glendale Spinning (1983) 200 Glendale Avenue Hamilton, Ont. (Q2)	Spinning Mill (Manufacturing)	50	1) 15,120 2) 25,200 3) 40,320	
3.	Glendale Woolens 200 Glendale Avenue Hamilton, Ont. (Q2)	Knitting Mill (Manufacturing)	35	1) 10,080 2) 16,800 3) 26,880	
4.	McLean-Hannah Studios Ltd 154 Sanford Ave. N. Hamilton, Ont. (Q3)	A/V Services (Service)	4	1) 720 2) 1,200 3) 1,920	
5.	Multilingual Mgt. Cons'l. 173 Broadleaf Crescent Ancaster, Ont (Q1)	Management Consultants (Service)	2	1) N/A 2) N/A 3) N/A	
6.	Photography by Schofield 102, 200 Gage Ave. S. Hamilton, Ont (Q1)	Commercial Photography (Service)	2	1) 360 2) -- 3) 360	
7.	Ryder Truck Lines (Ranger) 171 Brant St. Hamilton, Ont. (Q3)	International Transport (Commercial)	28	1) 1,080 2) 1,800 3) 2,880	
8.	Wanner & Deal Inc. 4 Hughson St. S. Hamilton, Ont. (Q3)	Consulting Firm (Service)	4	1) N/A 2) N/A 3) N/A	





9. Women's World Fitness	Fitness Club	10	1)	1,800
99 Highway #8	(Service)		2)	3,000
Stoney Creek, Ont (Q1)			3)	<u>4,800</u>
TOTAL NEW BUSINESS TAXES		139	1)	29,520
TOTAL NEW REALTY TAXES			2)	<u>48,600</u>
TOTAL NEW TAXES			3)	78,120

\* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

\*\* The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

Reliable statistics on bankruptcies and job losses are difficult to report inclusively.





A.9 INTERNAL MOVES (1983 3RD QUARTER CUMULATIVE):

<u>COMPANY</u>		<u>PRODUCTS</u>	<u>EMPLOYEES</u>	<u>TAXES \$*</u>	
				1)Business	
				2)Realty	
				3)Total	
1	Harvey Armstrong Ltd. R.R. #1 Binbrook, Ont (Q3) (Glanbrook)	Animal Feeds (Commercial)	0	1) N/A	
				2) N/A	
				3) N/A	
2.	Binns Insurance Ltd. 105 Main Street East Hamilton, Ont (Q1) (Main St.)	Insurance (Service)	7	1) N/A	
				2) N/A	
				3) N/A	
3.	Body Positive Fitness 134 Jackson St. E. Hamilton, Ont (Q1) (Catherine St.)	Fitness Club (Service)	3	1) 950	
				2) 1,584	
				3) 2,534	
4.	Canadian Signet Box 6297, 709 Main St. W. Hamilton, Ont (Q1) (201 Main St. West)	Embossed displays (Manufacturing)	3	1) 3,600	
				2) --	
				3) 3,600	
5.	D. M. Hardware 50 Sanford Ave. N. Hamilton, Ont (Q1) (71 Sanford Ave. North)	Architectural Hardware (Commercial)	8	1) N/A	
				2) N/A	
				3) N/A	
6.	Da-Lee Excavating 350 Jones Rd, Box 14 Stoney Creek, Ont (Q1) (336 Fruitland Rd.)	Excavations/Rentals (Commercial)	6	1) 2,592	
				2) 4,320	
				3) 6,912	
7.	Dan's Electric Motor Repairing & Rewind 436 Beach Road Hamilton, Ont (Q2) (272 Rosslyn North)	Electric Repairs (Commercial)	4	1) 796	
				2) 1,327	
				3) 2,123	
8.	Dial Delivery Services 247 Young Street Hamilton, Ont (Q1) (Mary St.)	Parcel Delivery (Commercial)	7	1) 1,440	
				2) --	
				3) 1,440	
.9.	Eastern Sandblasting 297 Fifty Road Winona, Ont (Q1) (46 Community Ave.)	Steel Preparation (Commercial)	8	1) 5,400	
				2) 9,000	
				3) 14,400	



10.	Falcon Fabrications 232 South Service Road Stoney Creek, Ont (Q1) (343 Leaside Ave.)	Structural Steel (Manufacturing)	N/A	1) 3,960 2) -- 3) <u>3,960</u>
11.	Peter Gale Ltd. 353 Millen Road Stoney Creek, Ont (Q1) (move from home address)	Decorating (Commercial)	5	1) 900 2) -- 3) <u>900</u>
12.	Keegan Fork Lift 200 Hempstead Dr. Hamilton, Ont. (Q3) (move from home address)	Sales, Service rentals (Commercial)	5	1) 3,000 2) N/A 3) <u>3,000</u>
13.	Lilo Products 24 Sanford Avenue Hamilton, Ont (Q1) (Main St. West)	Paper Products (Commercial)	50	1) N/A 2) N/A 3) <u>N/A</u>
14.	McGowan Insulations 522 James St. N. Hamilton, Ont (Q1)	Ind/Comm Insulations (Commercial)	13	1) 1,800 2) -- 3) <u>1,800</u>
16.	National Painting & Dec. 220 Gage Avenue North Hamilton, Ont (Q2) (801 King St. West)	Contractors (Commercial)	N/A	1) 3,629 2) 6,040 3) <u>9,669</u>
17.	Rapid Industrial Textile 621 Parkdale Ave. N. Hamilton, Ont (Q2) (154 South Service Rd.)	Industrial clothing rentals (Service)	23	1) 7,560 2) 12,600 3) <u>20,160</u>
18.	Westinghouse Canada Ltd. Standard Life Centre Hamilton, Ont (Q2) (286 Sanford Rd. North)	Regional Office (Manufacturing)	N/A	1) N/A 2) N/A 3) <u>N/A</u>
TOTAL NEW BUSINESS TAXES			142	1) 20,642 2) <u>16,704</u>
TOTAL NEW REALTY TAXES				3) 37,346
TOTAL NEW TAXES				

\* Taxes shown above reflect only those taxes applicable to activity generated within the current quarter. These are not necessarily new taxes and therefore are not considered in the summary





A.10 MAJOR EXPANSIONS-(OVER \$100,000.00) (1983 3RD QUARTER CUMULATIVE)

	<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>	
				1) Business 2) Realty 3) Total	
1.	All Type Metal Stampings 349 Arvin Ave. Stoney Creek, Ont.(Q3)	Shelving, truck fenders (Manufacturing)	6	1) 4,500 2) 7,500 3) <u>12,000</u>	
2.	Camco Ltd. 175 Longwood Rd. S. Hamilton, Ont (Q2)	Appliances (Manufacturing)	350	1) 14,400 2) 24,000 3) <u>38,400</u>	
3.	Direct Transportation Services 2391 Barton St. E. Hamilton, Ont. (Q3)	Trucking (Commercial)	2	1) 1,080 2) 1,800 3) <u>2,880</u>	
4.	Philip Doyle Ltd. 75 Covington Street Hamilton, Ont (Q1)	Electrical Controls (Manufacturing)	40	1) 5,400 2) 9,000 3) <u>14,400</u>	
5.	Di Marcantonio Industries Arrowsmith Road Hamilton, Ont (Q3)	Heels or soles (Manufacturing)	60	1) 28,800 2) 48,000 3) <u>76,800</u>	
6.	Eaton-Yale Ltd. 686 Parkdale Ave. N. Hamilton, Ont (Q2)	Fasteners & Stampings (Manufacturing)	30	1) 7,920 2) 13,200 3) <u>21,120</u>	
7.	Hamilton Wire Products 304 Gage Ave. N. Hamilton, Ont (Q2)	Wire & mesh (Manufacturing)	5	1) 864 2) 1,440 3) <u>2,304</u>	
8.	Kenworth Truck Sales 505 Kenora Ave. N. Hamilton, Ont (Q2)	Parts & repairs (Commercial)	N/A	1) 3,060 2) -- 3) <u>3,060</u>	
9.	T.J. Morris & Son 455 Barton St. E. Stoney Creek, Ont (Q1)	Printing House (Commercial)	7	1) 1,980 2) -- 3) <u>1,980</u>	
10.	Newman Steel Teal Ave. Stoney Creek, Ont.(Q3)	Steel fabricating (Manufacturing)	60	1) 1,800 2) 3,000 3) <u>4,800</u>	
11.	Oakrun Farm Bakery 58 Carluke Rd. W. Ancaster, Ont (Q2)	Bakery products (Manufacturing)	5	1) 2,520 2) 4,200 3) <u>6,720</u>	





12.	Saltfleet Machinery Ltd. 470 Gray's Rd. Stoney Creek, Ont.(Q3)	Custom Machinery (Manufacturing)	2	1) 1,584 2) 2,640 3) <u>4,224</u>
13.	Solid Machinery Hamilton 220 Hempstead Rd. Hamilton, Ont (Q2)	Building Materials (Commercial)	N/A	1) 1,646 2) 2,744 3) <u>4,390</u>
14.	Staircase (Div Buchanan) 376 Mill Street Dundas, Ont (Q2)	Wood products (Manufacturing)	4	1) 720 2) 1,200 3) <u>1,920</u>
	TOTAL NEW BUSINESS TAXES		571	1) 76,364 2) <u>118,724</u>
	TOTAL NEW REALTY TAXES			3) 195,088
	TOTAL NEW TAXES			

\* New taxes, shown above reflect only those taxes applicable to activity generated within the current quarter.



A.11 SUMMARY OF FIRMS PLACED (1983 3RD QUARTER):

Category	Number of Firms					New Employees*					Approx. New Taxes(\$000)				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>T</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>T</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>T</u>
New to Region	8	8	6		22	107	108	199		414	75	23	88		186
Newly Formed	3	2	4		9	14	85	40		139	5	67	6		78
Internal Moves	11	4	2		17	- N/A -					- N/A -				
Major Expan.	<u>2</u>	<u>7</u>	<u>5</u>		<u>14</u>	<u>47</u>	<u>394</u>	<u>130</u>		<u>571</u>	<u>16</u>	<u>78</u>	<u>101</u>		<u>195</u>
TOTAL	24	21	17		62	168	587	369		1124	96	168	195		459

A.12 SUMMARY OF FIRMS PLACED BY MUNICIPALITY (1983 3RD QUARTER):

	<u>1ST QUARTER</u>	<u>2ND QUARTER</u>	<u>3RD QUARTER</u>	<u>4TH QUARTER</u>	<u>TOTAL</u>
Ancaster	1	1			2
Dundas	0	1			1
Flamborough	1				1
Glanbrook	0		1		1
Hamilton	14	17	16		47
Stoney Creek	<u>8</u>	<u>2</u>	<u>3</u>		<u>13</u>
TOTAL	24	21	20		65

\* This number represents new jobs created and does not include employees recalled from lay-off. The latter is not reported, but many employers have been calling back an increasing number of workers since the beginning of 1983.

The numbers mentioned above do not include other jobs created by the Canada Employment Programmes such as COED and others.





A.13 DOLLAR VALUE OF BUILDING PERMITS  
ISSUED BY QUARTER FOR 1983

	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1983 TOTAL \$ VALUE	1983 IND. & COMM. VALUE	1982 IND. & COMM. %	1983 IND. & COMM.
<u>ANCASTER</u>						
1st Quarter	1,558,700	1,764,300	3,270,400	147,500	N/A	4.51
2nd Quarter	4,820,944	4,102,050	9,313,795	93,400	.54	1.00
3rd Quarter	3,031,670	1,120,800	6,800,700	796,000	10.44	11.70
4th Quarter	<u>1,710,970</u>	<u>2,092,850</u>			<u>2.24</u>	
	11,122,284	9,080,000	19,384,895	1,036,900	2.05	5.35
<u>DUNDAS</u>						
1st Quarter	990,873	458,437	572,490	14,800	4.52	2.59
2nd Quarter	1,727,698	1,833,044	2,602,542	134,015	49.74	5.15
3rd Quarter	1,226,454	3,038,471	1,431,795	57,800	3.13	4.04
4th Quarter	<u>832,029</u>	<u>858,138</u>			<u>N/A</u>	
	4,777,054	6,896,609	4,606,827	206,615	14.90	4.48
<u>FLAMBOROUGH</u>						
1st Quarter	1,612,462	717,475	2,807,542	64,000	36.48	2.28
2nd Quarter	5,003,030	2,422,318	5,049,565	168,440	5.91	3.34
3rd Quarter	2,300,694	2,125,040	3,302,532	464,636	20.42	14.07
4th Quarter	<u>1,921,150</u>	<u>3,089,472</u>			<u>3.98</u>	
	10,837,336	8,354,305	11,159,639	697,076	11.51	6.25
<u>GLANBROOK</u>						
1st Quarter	403,400	201,575	250,000	47,000	N/A	18.80
2nd Quarter	684,180	1,179,500	1,568,000	16,000	10.00	1.02
3rd Quarter	393,250	575,000	1,424,000	464,800	7.22	32.64
4th Quarter	<u>430,800</u>	<u>10,527,000</u>			<u>95.00</u>	
	1,911,630	12,483,075	3,242,000	527,800	81.39	16.28



DOLLAR VALUE OF BUILDING PERMITS  
ISSUED BY QUARTER FOR 1983 (Cont'd.)

	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1983 TOTAL \$ VALUE	1983 IND. & COMM. VALUE	1982 IND. & COMM. %	1983 IND. & COMM.
<u>HAMILTON</u>						
1st Quarter	25,353,105	25,118,637	6,967,302	3,635,835	76.42	52.18
2nd Quarter	33,408,938	27,128,808	28,561,220	6,051,462	58.09	21.19
3rd Quarter	27,744,565	26,664,222	26,427,522	6,416,900	50.19	24.28
4th Quarter	26,226,719	15,833,364			21.32	
	112,733,327	94,744,031	61,956,044	16,104,197	54.58	26.00
<u>STONEY CREEK</u>						
1st Quarter	3,979,900	2,312,150	8,624,700	70,400	4.32	.82
2nd Quarter	14,911,950	5,949,500	10,106,225	385,800	11.82	3.82
3rd Quarter	6,630,850	4,070,600	9,020,700	332,200	6.12	3.68
4th Quarter	7,601,790	4,684,225			.46	
	33,132,990	17,016,475	27,751,625	788,400	3.97	2.84
<u>REGIONAL TOTALS</u>						
1st Quarter	33,898,440	30,572,574	22,492,434	3,979,535	64.04	17.69
2nd Quarter	60,556,740	42,615,220	57,201,347	6,849,117	41.43	11.97
3rd Quarter	41,327,483	37,594,133	48,407,249	8,532,336	38.09	17.63
4th Quarter	35,884,268	37,085,048			9.19	
	200,143,831	147,866,975	128,101,020	19,360,988	26.12	15.11





A.14 GOVERNMENT ASSISTANCE, JANUARY 1983 TO DATE

PROGRAM	FEDERAL/ PROVINCIAL	INCENTIVE <sup>1</sup>	COMPANY	PRODUCT/ SERVICE	JOB <sup>2</sup>
Ont. Develop. Corp.	Provincial	\$500,000. term loan & incentive	Amcan Castings Ltd. (Hamilton)	High Pressure Die Castings	180 retained 80 added
Ont. Develop. Corp.	Provincial	\$100,000. term loan	Bella Pasta Inc. (Hamilton)	Pasta Products	21 new jobs in 5 years.
Mind. of Ind. and Trade	Provincial	\$775,518. grants and loans	35 small manufacturers	Varied	31 new jobs
Dept. of Transport	Federal	\$8,000,000.	Hamilton Har- bour Commission	Eastport Expansion	N/A
C.O.E.D. Program	Federal/ Provincial	\$3,900,000. grant	Lakeview Devel. Belgrand Invest.	Hotels	N/A
I.L.A.P.	Federal	\$15,000,000. grant	Firestone Canada Inc.	Truck Tires (Rationalization)	N/A
C.I.R.B.	Federal	\$467,350. grant	Glendale Spinning	Plant Modernization	60
I.L.A.P.	Federal	\$1,203,000. grant	Susan Shoes	Auto Parts (New products)	
Enterprise Develop. Board	Federal	\$8,800,000.F \$2,200,000.P	Westinghouse	Gas turbine research and development program.	615

1 Incentive: Grant, Loan, Loan Guarantee, etc.

2 Jobs: Created, maintained.



#### A.15 TRADE FAIRS, EXPORT

Staff members participated in the Hannover Trade Fair and Cairo International Industrial Fair. In both forums, we are continuing to promote the location advantages of the Region to attract new investment and secure new technology and diversified manufacturing or commercial activities. At the same time, pending proposals are being pursued and new contacts are established. As a result, several projects are being actively pursued. Some of these prospective clients have visited the Region, two residential properties amounting to about \$500,000. have been sold and the following proposals are at various levels of accomplishment:

- o Fur business manufacturing and garment sales;
- o Beef and hog farm;
- o Motel;
- o Furniture manufacturing;
- o Electronic equipment assembly;
- o Export opportunities:
  - Mustard seed flour;
  - Steel sheets and coils;
  - Flax;
- o Light fixtures manufacturing; and,
- o Pharmacy.

Staff assisted two companies in obtaining Export Incentive Assistance under the P.E.M.D. Program for the export of textiles and manufacturing and distribution of new hydraulic presses under license.





(B) CONVENTIONS AND TOURISM

B.1 CONVENTIONS

Venue Canada :

Hamilton-Wentworth Visitor & Convention Services in co-operation with Tourism Canada and Ministry of Tourism & Recreation hosted a very successful Venue Canada presentation at McMaster University September 26-27. Members of the Faculty that are members of International Associations were invited by Dr. Lee, President of McMaster to a reception in the Faculty Club. As Dr. Lee explained, 1987 is the Centennial year for McMaster University and it was suggested that it would be an excellent opportunity for the faculty to invite their peers to McMaster.

Some 58 National and International Associations were represented and follow-up calls on all members is now in progress.

Future Conventions :

During this quarter, letters of invitation were mailed to 52 Associations to convene their future conferences, conventions or meetings in Hamilton- Wentworth.

Eleven associations have selected Hamilton-Wentworth and the information has been passed to the hotels to bid on the business.

Institute of Association Executives (IAE) :

August 8 - 12, 1983, Saskatoon. Over 350 association executives "our market" were in attendance. Due to budget constraints we did not sponsor any portion of this annual meeting. But in co-operation (funding) with the Ontario Ministry of Tourism and Recreation, we will host a major event at the 1984 marketplace and convention in Ottawa. We have a standing bid to bring this group to Hamilton-Wentworth later in the 1980's.

American Society of Association Executives (ASAE) :

September 2 - 9, 1983, San Francisco. Over 4,800 delegates. Buyers outnumbered sellers for the first time. Bill Penfold, General Manager of Hamilton Convention Centre and Neil E. Williamson, staffed exhibit for eleven and a half hours promoting our new hotel and trade centre in addition to our other excellent convention facilities. Direct mail followup continuing from leads gained at this show. Exhibit space paid for by Ontario Ministry of Tourism and Recreation.



Summary of Conventions/Conferences (Third Quarter, 1983):

Number of Conventions	22
Number of Delegates	5,972
Revenue Produced	\$1,493,000

Total Conventions/Conferences - 1983 to date :

Number of Conventions	95
Number of Delegates	67,210
Revenue Produced	\$16,802,500

These figures do not include 23 major Trade Shows and Events held in the Region during this period.

\* Projection to end of year approximately 140 conventions.



## B. 2 TOURISM/MOTORCOACH

Our four tourist information booths were once again in operation this year. Due to the parking charge levied at the Royal Botanical Gardens parking lot, Motorcoach traffic was down substantially at this booth. Therefore statistics with and without the Royal Botanical Gardens Centre are listed below.

### YEARLY TOTALS - 1983

<u>Booth</u>	<u>1983</u>	<u>1982</u>	<u>%</u>
African Lion Safari	10,531	12,828	-17.8
City Hall	6,939	4,777	+ 4.5
Confederation Park	7,554	6,267	+20.5

### Tourist Origins

Americans	8,635
Canadians	15,217

### Total Tourists to Date

<u>(without Royal Botanical Gardens)</u>	25,024	23,862	+4.8
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### Total Tourists to Date

<u>(with Royal Botanical Gardens)</u>	43,508	50,125	-13.2%
---------------------------------------	--------	--------	--------

Total yearly statistics are not yet available, as once again this year, the Lady Hamilton Club staffed the Royal Botanical Gardens Booth through to mid-October.

Most Hamilton-Wentworth attractions reported that tourism was definately up for them this summer.





London Free Press Travel - London, Ontario - September 23-25, 1983.

This consumer show was a great success with approximately 20,000 people attending. A draw for "Win a Weekend in Hamilton-Wentworth" was held.

Familiarization Tours.

Uta Schmidt, Public Relations Consultant for Ontario House, London, England, spent a day visiting various attractions in Hamilton-Wentworth prior to writing a travel article on our Region.

David Gray of Ober United Travel Agency, Washington, D.C. visited Hamilton-Wentworth on a familiarization tour. As a result, he has included Hamilton-Wentworth attractions and dining in his itinerary for their tours starting June, 1984.

Newspaper Advertising

Our "What's Happening in Hamilton-Wentworth" newspaper ads ran throughout the summer in Toronto, London, Buffalo, Rochester and Detroit. This advertising, along with trade shows and mall presentations in these areas, accounted for the large number of tourists visiting us from these areas.



(C) WENTWORTH HERITAGE VILLAGE

Summary:

The third quarter of 1983 brought the Village to several significant landmarks in its development, maintained a busy schedule of professional programming, and provided a challenge to meet the financial requirements of our operations, offset by our highest ever total of grant approvals from senior levels of government.

1. Administration :

1.1 Planning and Policy :

A major landmark was achieved with the approval of a grant of \$52,500 from National Museums of Canada as the federal share in the 20-year Master Plan project for the Village, scheduled for 1984.

1.2 Organization and Management :

A second major landmark reached in this quarter was the conclusion of the Village's first collective bargaining agreement, submitted to the Inflation Review Board for approval in August.

1.3 Relations with Other Institutions :

Still a third landmark of this quarter was the publication of the first joint brochure by the 20 museums who are members of the Hamilton- Wentworth Heritage Cooperative, which the Village has helped to build. The Ontario Museum Association recognized the example of the Village by requesting the Curator to direct its seminar in Museum Management, held at the Canadian Football Hall of Fame in September. The Village also gave advice and guidance to the Hamilton-Scourge Interpretative Centre throughout the summer, and the Curator continued to serve as Museum Planning Consultant to that project.

1.4 Evaluation - Public Response :

The attached Attendance and Sales Report to September 30, 1983 shows that Village attendance to date is 6% below the same point in 1982. This is entirely due to the 46% decrease in family tickets, which has only partly been made up by the 42% increases in all other tickets.

Cash receipts are up by 17%, with increases ranging from 8% to 72% in all visitor revenues. The Tea Room lags behind others when compared to budget, due to the delay in obtaining the liquor license caused by the rejection of our COED Grant application; in general, gross revenues stand at only 56% of projections, whereas 78% of actual total revenues from visitors had been received by this date in 1982.





## 1.5 Finances :

### 1.5.2 Grant Revenues :

A separate report on grant approvals to date indicates that the Village has succeeded in drawing \$205,187 in grants from the two senior levels of government in 1983 - the first time we have exceeded the \$200,000 mark. This total was reached by the additional approval during this quarter of a \$25,190 COED grant from the Federal stream of that programme, negotiated through the Canadian Heritage Information Network of National Museums of Canada; the \$52,500 National Museums grant towards the Master Plan; and a \$30,427 approval from the Ministry of Citizenship and Culture of Ontario as our 1983 Museum Operating Grant, \$2,427 more than projected in our budget.

### 1.5.3 Visitor Revenues :

The increased costs due to the Collective Bargaining Agreement, the loss of revenue due to the delay in obtaining a liquor license for the Tea Room, and the loss of revenue due to a 6% drop in attendance to date (contrasted with a projected 12% increase) all combine to provide a shortfall projection for 1983 which is addressed in a separate report.

## 2. Assets :

### 2.1 Physical Facilities and Grounds :

The major work of the quarter was the completion of the Tea Room addition, not quite realized by October 1. The delay in improving the facilities to the level required for the license was due entirely to the delay in our application, and subsequently the rejection of our COED grant request to the Municipal stream of that programme.

### 2.2 Collections :

#### 2.2.1 Acquisitions :

Donations received during this quarter included three outstanding sewing machines, one a Wanzer made in Hamilton c. 1876 donated by Mrs. Zimmerman of Kitchener; a second another Hamilton product patented in 1884 and donated by Ms. Mary Grierson of Toronto, and a third a Singer patented in 1887 donated by Ms. Helen Caldwell of Burlington. Still other outstanding donations were an attractive rocking horse (originally a carousel horse) donated by Mr. Hank Hultink, and a piece of the original plan road that is now Highway 6 south of Hamilton, donated by Mr. George Daw, both donors from Mt. Hope. In all, there were over 35 artefacts given to the Village by 13 donors during this quarter.



### 2.2.2 Cataloguing :

A substantial beginning was made on the preparation of the catalogue for eventual computer entry by four students employed under a Summer Canada grant obtained from the Federal stream of that programme with the assistance of the Canadian Heritage Information Network (CHIN) of National Museums of Canada. The students concentrated on cataloguing new acquisitions, materials involved in displays, and the textile and paper collections that are to be transferred to the climate controlled storage area being prepared in the Potts Building.

### 2.2.3 Conservations :

On still another grant programme, Experience 83, two other students worked as display and storage technicians. Along with preparing many of the artefacts for the move to the Potts Building storage and assisting on various installations, they were most effective in completely reorganizing and cleaning the storage area attached to the Service Barn, which is now a fully useable area.

## 3. Programmes :

### 3.1 Exhibits :

Three outstanding exhibitions showed the potential of the new gallery in the Potts Building: a first annual Heritage Crafts selection, opened on Craft Days in July and featuring quality crafts made by contemporary Canadian craftspersons in traditional media, forms, methods or materials; an Antique Dealers' Choice, featuring fine pieces from nine antique stores in the Hamilton-Burlington area, which opened on Collectors' Days in August; and a Parks Canada display on marine archaeology in Canada, supplemented by a display on the Hamilton-Scourge project and a slide show on the same subject, which was the first use of the audio-visual facilities in the gallery.

### 3.2 Interpretation :

The attendance and Sales Report indicates that 258 tours had brought 10,553 visitors to the Village by September 30, increases of 4% and 5% respectively over the previous year. Particularly noteworthy is the 37% increase in teen-age students. During this quarter the quality of the interpretative programme was enriched by three excellent students on a Summer Canada community stream grant, who provided a Children's Programme, primarily to 28 organized groups, largely Day Camps, serving around 1,000 children.

### 3.3 Volunteers :

In September a new training course for volunteers drew over 20 registrants to a six week programme. The Villager published regularly, and a series of meetings began in the Fall. Among the lively number of volunteers who supplied vital assistance through this quarter was a group of junior friends, and a number of volunteers obtained under a new working agreement with the Elizabeth Fry Society.





### 3.4 Extension :

The Village participated with displays and costumed interpreters doing demonstrations at numerous events and activities during the quarter, including "It's Your Day, Canada" and the Festival of Friends in Gage Park, the Herb and Spice Festival in Dundurn Park, the Cactus Festival in Dundas, Frontier Days in Grimsby, a mall display in Cambridge, and the Waterloo Highland Games.

### 3.5 Publicity and Marketing :

Another landmark in Village development was the adoption of a policy on media use, which immediately went into service as the Village provided the setting for two films and one entire week of an internationally syndicated children's television programme. Seven public service announcements were issued, and paid advertisements were placed in Hamilton magazine and the Flamborough Community Services Brochure, and on CKOC. The first of the new large signs was erected welcoming visitors to the Village approaching from the north on Highway 52.

### 3.6 Special Events :

In addition to the regular events days, new features during this quarter included a one-woman production of a play based on the writing of Susannah Moodie, presented on Canada Day; a new summer festival weekend that featured native dancers and singers in a traditional programme, a new feature, Scouts and Guides Day, on which the Village hosted a group of scouts from the United Kingdom; a highly successful addition of Millgrove Day to Cambridge Day and the other community days in our calendar, organized with the active volunteer help of the Millgrove Heritage group; an antique appraisal clinic on Collectors' Days, and Steam and Transportation Day, a successful repeat from last year, including the Golden Horseshoe Live Steamers' use of our live steam rail to demonstrate their historic railway models in operation.

While Craft Days and Collectors' Days were both popular, and drew about the same number of craftspersons or collectors as last year, both events were enriched and extended by the two displays organized to open on these days in the Potts Gallery, the Heritage Crafts exhibition borrowed from area artisans and the Antique Dealers' Choice Show, in which nine antique stores participated. It is hoped that both events will become annual extensions of these days, and will enhance their quality with exhibitions of note.





WENTWORTH HERITAGE VILLAGE

Attendance and Sales Report to September 30, 1983  
compared to September 30, 1982

	<u>To Sep. 30/83</u> <u>Actual</u>	<u>% of 83</u> <u>Budget</u>	<u>To Sep. 30/82</u> <u>Actual</u>	<u>% of 82</u> <u>Total</u>	<u>% +/-</u> <u>Actual 82/83</u>
No. days open	167		162		+ 3%
Rain days	34		34		+ -%
<u>Ticket Sales</u>					
Adult	3752		3111		+ 20%
Student	322		247		+ 30%
Children	707		414		+ 70%
Seniors	1067		906		+ 17%
Family	978		1926		- 49%
Decal	<u>254</u>		<u>178</u>		+ 42%
TOTAL	7,080		6,782		+ 4%
Gen. Adm. Visitors	11,316		14,400		- 21%
<u>Tours</u>					
Adults & Seniors	2,942		2,543		+ 15%
Students	651		472		+ 37%
Children	<u>6,960</u>		<u>7,105</u>		- 2%
TOTAL	10,553		10,120		+ 4%
No. of Tours	258		245		+ 5%
<u>Total Attendance</u>					
Adults & Seniors	10,781		12,662		- 14%
Student	1,141		923		+ 23%
Children	9,947		10,935		- 9%
Free Passes	2,593		2,210		+ 17%
Free Returns	<u>1,010</u>		<u>583</u>		+ 73%
TOTAL	25,472	68.7%	27,313	82.41%	- 6%
<u>Cash Receipts</u>					
Admissions	\$ 32,499.26	62.5%	\$ 30,084.16	86.40%+	8%
Tours	10,854.24	60.3%	9,836.75	75.10%	+ 10%
Gift Shop	23,579.10	69.4%	19,156.37	73.08%	+ 23%
Tea Room	15,939.50	35.4%	14,152.41	76.57%	+ 12%
General Store	9,959.16	58.6%	5,777.95	73.04%	+ 72%
Miscellaneous	371.00	37.1%	456.60	78.40%	- 18%
Dry Goods Store	<u>379.63</u>	--	<u>--</u>	<u>--</u>	<u>--</u>
TOTAL	\$ 93,581.89	56.0%	\$ 79,464.24	78.60%	+ 17%
Adm. per Gen. Adm. Visitor	\$ 2.87		\$ 2.09		+ 37%
Revenue per Visitor	\$ 3.67		\$ 2.91		+ 26%



(D) THE HAMILTON MUSEUM OF STEAM AND TECHNOLOGY

This last quarter has been marked by further increases in several areas.

The new gallery in the old Boiler Room is nearing completion. The construction, electrical work and painting are almost complete and the only major task remaining is to re-fit the four wood doors on the front.

The co-ed Programme that has been operating at the Museum since April of this year will finish at the end of October. Generally speaking this programme has been very successful and has allowed us to not only provide employment for six people, but also to carry out important restoration and building work.

Our Thanksgiving Weekend Programme, Firefighting - Yesterday and Today - was very successful. Run in co-operation with the City of Hamilton Fire Department the Museum attracted over 250 visitors during the holiday weekend. School tours have now started at the Museum and are being well received by both teacher and students.

A survey of our visitors revealed that approximately sixty percent lived in the City of Hamilton or the Region and the remainder were split between the rest of Canada and overseas. An enhanced advertising programme is being developed for 1984 to attract more visitors to the Museum from outside of the Region.

The outstanding support provided by the Pump Group of the Hamilton Institute of Power Engineers and other volunteers continues. Without their help we could not have succeeded this Summer and their involvement is helping to make the Museum an outstanding community asset.





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